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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 3 April 1985

EASTERN REGION (ECPO)

Bentley College
Boston College
University of Bridgeport
Brown University
Columbia University
Columbia University - Graduate School of Business
University of Connecticut
Cornell University
City University of New York - Bernard M. Baruch College
City University of New York - City College
City University of New York - Hunter College
Dartmouth College
Johnson & Wales College
University of Maine - Orono
Massachusetts Institute of Technology
Massachusetts Institute of Technology - Sloan School of Management
University of Massachusetts - Amherst
Mount Holyoke College
New York University - Graduate School of Business
Polytechnic Institute of New York
Rensselaer Polytechnic Institute
University of Rhode Island
University of Rochester
University of Rochester - Graduate School of Management
Smith College
State University of New York - Buffalo
Union College
Williams College
Worcester Polytechnic Institute
Yale University - School of Organization and Management

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The 187 placement offices at the 163 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Eastern region.

The data are based on salary offers made to students graduating between September 1, 1984, and August 31, 1985. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (March 2 through April 4) and cumulatively (September 1 through April 4). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/2/85 THROUGH 4/4/85							CUMULATIVE PERIOD 9/1/84 THROUGH 4/4/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	65	670	$1642	$1720	$1750	$1666	$1500	230	3939	$1638	$1683	$1791	$1625	$1505
Business—General (incl. Mgmt.)	13	308	1823	1631	*	*	*	27	1389	1770	1606	2255	1750	1416
Marketing & Distribution	+	150	+	1599				6	733	1656	1546	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	28	59	1682	1635	2041	1667[1]	1196	32	305	1662	1436	2041	1667	1208
Economics[2]	21	96	2150	1850	2500	2166	1667	30	226	2007	1712	2458	2083	1541
Other Social Sciences	29	89	2074	1757	2458	2129	1625	34	403	1990	1464	2458	2083	1400
ENGINEERING														
Aeronautical	8	72	2313	2303	*	*	*	12	264	2237	2231	*	*	*
Chemical	44	410	2338	2375	2458	2390	2052	91	1134	2377	2375	2465[1]	2420[1]	2283
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	4	137	1792	2011	*	*	*	9	532	1807	1979	*	*	*
Electrical (incl. Computer Engrg.)	354	1607	2322	2287	2513	2342	2140	497	5023	2332	2268	2513	2350	2160
Geological	+	6	+	2115				+	34	+	2220			
Industrial	9	166	2244	2198	*	*	*	16	601	2237	2180	*	*	*
Mechanical	141	822	2226	2268	2425	2275	1917	259	2695	2230	2249	2430	2283	1866
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	7	69	2314	2240	*	*	*	16	165	2319	2263	*	*	*
Mining	+	9	+	2323				+	24	+	2174			
Nuclear (incl. Engrg. Physics)	3	10	2329	2380	*	*	*	3	46	2329	2290	*	*	*
Petroleum	+	106	+	2608				+	292	+	2641			
Engineering Technology	7	92	2343	2116	*	*	*	18	381	2285	2131	*	*	*
SCIENCES														
Agricultural Sciences	+	20	+	1552				1	103	2050	1459	*	*	*
Biological Sciences	+	11	+	1162				+	51	+	1376			
Chemistry	2	21	2023	2015	*	*	*	3	79	2015	1867	*	*	*
Computer Science	82	496	2202	2098	2450	2250	2000	154	1746	2183	2064	2416	2214	1833
Health (Medical) Professions	2	23	1537	1749	*	*	*	8	114	1834	1805	*	*	*
Mathematics	14	77	2068	2092	*	*	*	19	176	2012	2034	*	*	*
Other Physical & Earth Sciences	5	31	2273	2073	*	*	*	6	97	2252	1903	*	*	*
Totals	838	5557						1471	20552					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.
† The 90th and 50th percentiles are close in value because of a clustering of offers.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/2/85 THROUGH 4/4/85							CUMULATIVE PERIOD 9/1/84 THROUGH 4/4/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	67	761	$1634	$1732	$1779	$1625	$1485	235	4177	$1645	$1690	$1792	$1625	$1500
Business Administration	5	169	1853	1701	*	*	*	21	825	1700	1596	2166	1667	1325
Communications	1	22	1833	2021	*	*	*	3	155	2028	1521	*	*	*
Community & Service Orgs. Work	2	9	1388	1214	*	*	*	2	70	1388	1350	*	*	*
EDP-Programming/Systems	151	629	2257	2140	2500	2291	2000	238	2022	2230	2089	2459	2265	1925
Engineering	498	3155	2292	2286	2500	2333	2000	821	10312	2297	2263	2500	2338	2000
Farm & Natural Resources Mgmt	+	8	+	1964				+	45	+	1536			
Finance & Economics	40	147	2043	1809	2291	2106	1667	49	418	1983	1692	2291	2025	1500
Health (Medical) Services	3	28	1699	1670	*	*	*	9	136	1855	1718	*	*	*
Manufacturing &/or Industrial Oprs.	2	71	2104	2096	*	*	*	2	289	2104	2063	*	*	*
Mathematics/Statistics	7	34	2080	2027	*	*	*	10	93	1976	1984	*	*	*
Merchandising/Sales Promotion	25	138	1725	1550	2083	1667	1196	28	668	1703	1456	2083	1667	1196
Personnel/Employee Relations	+	7	+	1459				+	82	+	1745			
Research—Non-Scientific	21	43	2247	2097	2458	2245	2083	23	98	2204	1979	2458	2245	1875
Research—Scientific	10	97	2267	2184	*	*	*	14	257	2238	2035	*	*	*
Rotational Training—Non-Technical	5	29	1747	1588	*	*	*	9	157	1698	1493	*	*	*
Rotational Training—Technical	1	61	2100	2260	*	*	*	1	112	2100	2155	*	*	*
Sales—Non-Technical Degree	+	127	+	1596				6	559	1768	1580	*	*	*
Sales—Technical/Scientific Degree	+	22	+	2216				+	77	+	2162			
Totals	838	5557						1471	20552					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 3/2/85 THROUGH 4/4/85							CUMULATIVE PERIOD 9/1/84 THROUGH 4/4/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	+	16	+	$1947				6	327	$1950	$2043	*	*	*
MBA (Non-Technical Undergraduate)	5	181	$2030	2402	*	*	*	6	538	1955	2238	*	*	*
MBA (Technical Undergraduate)	3	45	2403	2545	*	*	*	13	123	2485	2483	*	*	*
MS-Business (incl Mgmt., Mktg., Finance, etc.)	4	20	3321	2649	*	*	*	8	72	3081	2376	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	4	+	2671				+	20	+	2385			
Administration (incl. Public, Hospital, etc.)	+	6	+	2603				+	23	+	2364			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	1	+	1500				+	30	+	1519			
Social Sciences	+	+	+	+	*	*	*	1	50	1458	1713	*	*	*
ENGINEERING														
Chemical	7	43	2577	2670	*	*	*	13	106	2626	2594	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	11	+	2531				3	103	2504	2363	*	*	*
Electrical (incl. Computer Engrg.)	62	151	2786	2771	$3050	$2783	$2600	166	514	2785	2732	$3041	$2783	$2566
Industrial	3	10	2747	2506	*	*	*	11	44	2500	2440	*	*	*
Mechanical	22	86	2605	2634	2983	2592	2165	39	267	2671	2590	2983	2708	2200
Nuclear (incl. Engrg. Physics)	2	7	2592	2536	*	*	*	6	19	2507	2552	*	*	*
SCIENCES														
Chemistry	+	5	+	2336				+	15	+	2065			
Computer Science	22	80	2621	2622	2833	2742	2270	32	232	2677	2537	2858	2779	2362
Geology & Related Geological Sciences	1	12	2750	2632	*	*	*	1	83	2750	2586	*	*	*
Mathematics	+	8	+	2382				+	20	+	2418			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	2	6	2538	2550	*	*	*	10	23	2616	2563	*	*	*
Totals	133	692						313	2609					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 3/2/85 THROUGH 4/4/85							CUMULATIVE PERIOD 9/1/84 THROUGH 4/4/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	1	44	$2000	$2561	*	*	*	7	109	$2197	$2479	*	*	*
MBA - Tech Undergraduate	+	7	+	2560				+	19	+	2627			
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	2	51	1958	2616	*	*	*	2	105	1958	2628	*	*	*
MBA - Tech Undergraduate	+	5	+	2560				+	16	+	2841			
Over 4 years														
MBA - Non-Tech Undergraduate	1	24	2000	2543	*	*	*	1	75	2000	2581	*	*	*
MBA - Tech Undergraduate	1	9	2333	2893	*	*	*	1	25	2333	2786	*	*	*
Totals	5	140						11	349					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	1	17	$3250	$3354	*	*	*	5	69	$3490	$3365	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	1	+	3583				1	8	3500	2610	*	*	*
Electrical (incl. Computer Engrg.)	4	17	3441	3577	*	*	*	6	54	3538	3449	*	*	*
Mechanical	+	6	+	3336				3	29	3240	3126	*	*	*
SCIENCES														
Chemistry	+	23	+	3007				4	86	3263	2916	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	+	+	+				+	8	+	2585			
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science, & Ceramics)	+	2	+	3542				3	17	3406	3212	*	*	*
Physics	1	10	3285	3110	*	*	*	2	30	3393	3049	*	*	*
Totals	6	76						24	301					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1628 1708 1500	52			1667	1	1758	8				
BUSINESS - GENERAL			1694	3	1416	1	1956	3	1635	1		
MARKETING/DISTRIBUTN												
HUMANITIES			1746	10	1626	13					1417	1
ECONOMICS			2151	11	1432	2						
OTHR SOCIAL SCIENCES	2133	1	2177	13	1844	4						

ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL							2329	6				
CHEMICAL							2317	6	2092	1		
CIVIL -CNSTR/SAN/TRP											1750	1
ELECTRICAL -COMPTR	1955	3	2244	3	2291	1	2342 2500 2180	249	2386	2	2119	5
GEOLOGICAL												
INDUSTRIAL	2104	2			2350	1	2375	1				
MECHANICAL	1973	4					2249 2375 2100	59	2305	13	2500	1
METALLURGICAL							2284	4				
MINING												
NUCLEAR -ENGRG PHYS							2365	1				
PETROLEUM -NATL GAS												
ENGINEERING TECH							2000	1				

ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	2041	3	2167	2			2255 2458 2083	56				
HEALTH (MED) PROFSNS												
MATHEMATICS	1485	1	1556	2			2242	6				
OTHR PHYSCL/EARTH SCI							2296	3				

ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING							1779	1				
BUSINESS - GENERAL	1850	1	2010	2	2166	1	1666	1				
MARKETING/DISTRIBUTN												
HUMANITIES	2041	2										
ECONOMICS												
OTHR SOCIAL SCIENCES	2000	2	2010	1	2041	1						

ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2388	19			2300	1	2394	4			2418	8
CIVIL -CNSTR/SAN/TRP												
ELECTRICAL -COMPTR	2351	7	2345 2417 2250	27	2416	1	2398	4				
GEOLOGICAL												
INDUSTRIAL					2313	1	2275	2	2158	1		
MECHANICAL	2425	10	2364	13	2377	4	2295	6	2213	7		
METALLURGICAL			2365	1					2350	2		
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH	2550	1					2445	3	2417	1		

ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY	2023 2					
COMPUTER SCIENCE	2288 2		2300 2	2425 1		2423 2
HEALTH (MED) PROFSNS						
MATHEMATICS						
OTHR PHYSCL/EARTH SCI						

ECPO INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

APRIL 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING									1475	2	1592	1
BUSINESS - GENERAL												
MARKETING/DISTRIBUTN												
HUMANITIES											1500	2
ECONOMICS	2328	8										
OTHR SOCIAL SCIENCES	2400	5									1154	2

ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL	2600	1					1930	1				
CHEMICAL	2439	1			2435	1	1822	3				
CIVIL -CNSTR/SAN/TRP					1670	1	1917	1	1830	1		
ELECTRICAL -COMPTR	2471	10			2434 2650 2250	23	1893	19				
GEOLOGICAL												
INDUSTRIAL	2245	1										
MECHANICAL	2125	3			2315	6	1788	15				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS					2311	2						
PETROLEUM -NATL GAS												
ENGINEERING TECH	2100	1										

ECPO INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

APRIL 1985 ECPO REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 03/02/85 THROUGH 04/04/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	2086	9			2130	2	1445	3				
HEALTH (MED) PROFSNS											1537	2
MATHEMATICS	2180	5										
OTHR PHYSCL/EARTH SCI	2238	2										

REV 2

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 03/02/85 THROUGH 04/04/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1985 ECPO REGIONAL INTERIM REPORT

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	2030	5										
MBA - TECHNICAL	2188	2										

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 03/02/85 THROUGH 04/04/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1985 ECPO REGIONAL INTERIM REPORT

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL												
MBA - TECHNICAL							2833	1				

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 03/02/85 THROUGH 04/04/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1985 ECPO REGIONAL INTERIM REPORT

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL												
MBA - TECHNICAL												